

Message Text

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PAGE 01 VIENNA 09618 141536Z

65

ACTION EB-07

INFO OCT-01 CIAE-00 COME-00 DODE-00 NRC-07 NSAE-00 TRSE-00

EUR-12 ERDA-07 ISO-00 MC-02 /036 W

----- 012040

R 141400Z NOV 75

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 7146

UNCLAS VIENNA 9618

EXCON FOR COMMERCE: ATTN.: MR. RAUER MEYER

EO 11652: N/A

TAGS: ESTC, AU, HU

SUBJ: SALE OF US TAPE DRIVES TO HUNGARY AND OTHER EASTERN EURO-
PEAN COUNTRIES

REF: EXPORT LICENSE APPLICATION CASE 155505

1. CIPHER DATA PRODUCTS INC., REPRESENTATIVE MESSRS. PETER GILBODY AND BRUCE GREENFIELD (EAST COAST REP), ACCOMPANIED BY TONKO, ITS AUSTRIAN AGENT, CALLED ON EMB. EDO TO GIVE A STATUS REPORT ON REF CASE, FINAL DELIVERIES OF WHICH ARE NOW PENDING.

2. GREENFIELD OUTLINED HIS TALKS WITH MR. ED KRIZER AND HOPED THAT INFO ALREADY SUPPLIED WOULD HELP SPEED OEA PROCEDURE IN FUTURE APPLICATIONS. HE EXPLAINED THE DIFFICULTY OF OBTAINING ALL THE INFO REQUIRED BY OEA SINCE EQUIPMENT SUPPLIED BY TONKO TO HUNGARY WAS MERELY A DATA ENTRY SYSTEM FOR USE WITH ANY AVAILABLE COMPUTER ON WHATEVER TIME - SHARING BASIS, WHEREBY DATA COLLECTED IN CASSETTE TAPE WAS CONVERTED TO IBM COMPATIBLE TAPE.

3. NEXT APPLICATION FOR REMAINING TAPE DRIVES WILL BE MADE BY CIPHER WITHIN A MONTH AND HUNGARIAN CLIENT IS INTERESTED IN CONTINUED BUSINESS. TONKO NEGOTIATIONS WITH ROMANIAN AND POLISH FIRMS ALSO LOOK PROMISING.

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PAGE 02 VIENNA 09618 141536Z

4. THERE ALREADY 50 TAPE DRIVES DELIVERED TO HUNGARY
BY TONKO AND IN USE. CIPHER WILL SOON APPLY FOR DELIVERY
OF REMAINING 50 IN ORIGINAL APPLICATION, AND MARKET
OPPORTUNITIES FOR FUTURE SALES LOOK GOOD. WOULD URGE
THAT BUREAUCRATIC BURDENS PLACED ON TONKO AND CIPHER
BE SIMPLIFIED.BUCHANAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: STRATEGIC TRADE CONTROLS, COMPUTERS, EXPORT LICENSES
Control Number: n/a
Copy: SINGLE
Draft Date: 14 NOV 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975VIENNA09618
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750398-0032
From: VIENNA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751144/aaaabnet.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 02 DEC 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <02 DEC 2003 by MaustMC>; APPROVED <29 JAN 2004 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SALE OF US TAPE DRIVES TO HUNGARY AND OTHER EASTERN EURO- PEAN COUNTRIES
TAGS: ESTC, AU, HU, CIPHER DATA PRODUCTS
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006